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INFO RUEHFR/AMEMBASSY PARIS 0494  
RUEHSM/AMEMBASSY STOCKHOLM 0078  
RUEHRI/AMCONSUL RIO DE JANEIRO 7835  
RUEHSO/AMCONSUL SAO PAULO 4180  
RUEKJCS/JOINT STAFF WASHDC  
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STATE FOR WHA AND PM. OSD FOR DUSD VERGA

E.O. 12958: DECL: 06/08/2019

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SUBJECT: DEFENSE MINISTER JOBIM ON BRAZIL'S FIGHTER PURCHASE

REF: BRASILIA 634

Classified By: Ambassador Clifford Sobel. Reason 1.4 (d)

¶1. (C) During his late May visit to the U.S., Brazilian MOD Jobim expressed greater confidence in the U.S. as a possible source for the purchase of Brazil's next generation fighter. Despite a long laundry list of past export control difficulties that Jobim delivered to DepSecDef Lynn, Jobim said he was beginning to feel more confident about the U.S. as a partner in Defense technology. (Embassy Note: Embassy has confirmed that most of these cases have been resolved.) In a later meeting with Ambassador Sobel and Boeing President Albaugh, Jobim said that he now believes he has enough facts to "engage" President Lula in a discussion of purchase of the Super Hornet.

¶2. (C) EMBASSY COMMENT. Although Jobim did not say he would support a purchase from Boeing, this is the most positive statement he has made regarding the possibility of purchase of the Super Hornet. The week after Jobim's visit, a group of Brazilian Congressional leaders visited the U.S. and gave a more positive view. While they were convinced that Boeing offered the best aircraft, they believed that lack of USG financing support was a significant negative. They also cited direct lobbying of French President Sarkozy (and the lack of similar efforts from the U.S.) as potentially decisive with President Lula. Brazilian Government sources told Ambassador Sobel that they were surprised that President Obama did not raise the fighter sale during his conversation with Lula before the Summit of the Americas and that this was perceived as indicating a lower level of USG interest, particularly in light of heavy lobbying from the leaders of France and Sweden. Embassy has heard repeatedly from high-level Brazilians that Presidential advocacy could be decisive.  
SOBEL